



FOOD, NUTRITIONAL SUPPLEMENTS & DIETARY MANAGEMENT

FBN has designed a program that delivers significant savings on the food and nutritional items you use most. On average, *our members save between 5 and 28%*. The program comes with incentives for early pay and drop size, plus several value-added programs to help with cost management.

OUR PARTNERS

FOOD

U.S. FOODSERVICE

U.S. Foodservice is the sole distributor of the Premier Foodservice Program, which brings you nationally branded, high quality products at competitive prices. Premier's food service program, the most extensive of any GPO, takes a comprehensive approach to delivering value to its membership, offering breakthrough savings and rebates to more than 3,200 participating healthcare organizations nationwide. Program participants save an average of 12.5% on food service purchases, according to the results of nearly 200 market basket studies comparing more than 18,000 products. At the heart of those savings are Committed Manufacturers Agreements (CMAs), with price discounts given off the invoice price and/or through rebates.

BENEFITS:

- More than 170 CMAs in 91 product categories and on 3,800 items ensure across-the-board savings for members.
- CMAs are negotiated for members and approved by a member committee of food service directors.

- Pricing is based on average order size and accounts payable days.
- Incentives are paid for drop size and early pay (.2%-1.4%) and accounts receivables (0.2%-1.5%).
- CEU opportunities are offered throughout the year at regional food service meetings and quarterly FBN meetings.
- Includes USF Chefs Culinary Creations, events that spotlight cost savings ideas for holidays and special occasions.

FOOD SERVICE CONSULTING

INTEGRATED FOOD SERVICE

IFS is a food service consultancy and management company led by Jerry Kemp. Members of FBN are eligible for a free Dietary Department Audit, valued at \$3,500-\$5,000 depending on facility size. This on-site operational review of your dietary department uncovers inefficiencies and identifies savings opportunities. Other services include benchmarking, contractor evaluation, turnaround management, interim management, management and staff training programs, hands-on implementation, menu

“We have been very pleased with the Premier Foodservice Program. We have experienced greater selection and more cost savings through this program than any other. The CMAs allow us to pick and choose the products we need while still saving money. The quarterly meetings keep us updated on new products and allow us to gain CEUs at no charge. Keep up the great work!”

*~Marge Lewandowski, MS, RD, LD
Director of Dining Services
Presbyterian SeniorCare*

OUR SERVICES INCLUDE:

Pharmacy • Food, Nutritional Supplements & Dietary Management • Organizational Learning • Medical Supplies & Equipment • Insurance Programs • Office Supplies/Equipment & Capital Equipment • Housekeeping, Maintenance & Facilities

The Faith-Based Network is a business alliance of faith-affiliated, long-term care facilities in Western Pennsylvania that work collaboratively to create high-value business solutions.



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OUR PARTNERS *continued*

planning, menu software, production/inventory systems, kitchen and meal delivery design, nutritional assessments, and JCAHO pre-survey audits.

BENEFITS:

- Free, detailed Dietary Department Audit worth \$3,500-\$5,000. You'll receive a written copy.
- Identifies savings opportunities with a plan for implementation.
- Benchmarking against other long-term care facilities.

- A web-based enteral conversion tool is available to calculate calories, protein and fluid.
- Tube feeding management with calorie-dense standard formulas for lower cost and improved resident outcomes.
- CEU and training driven by members' needs.
- In-service programs to assist with annual requirements and new employee training (such as dysphagia, dehydration and malnutrition risk).

NUTRITIONAL SUPPLEMENTS & ENTERALS

NOVARTIS

FBN negotiated a special contract with Novartis for a program to supply oral nutritional supplements, enteral formulas and delivery devices.

BENEFITS:

- A portfolio of world-class products, backed by clinical research for the best results.
- Only Novartis offers Nutrishield® protection, which inhibits the growth of bacteria often linked to complications associated with enteral feeding.
- Using Novartis formulas with a closed system and 48-hour hang time saves time and money.

ROSS AND NESTLE

FBN partners with Ross and Nestle on programs for nutritional supplements and enterals through the Premier program. These programs allow you to receive off-invoice pricing.

FOR MORE INFORMATION

Learn how much you could save on food and nutritional products with an FBN membership. Call today for a free Value Assessment.

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